

# TIPS FOR A SUCCESSFUL GARAGE SALE

## GET ORGANIZED

- ❖ Do some spring cleaning! Check the attic, garage, closets and other storage areas for items you no longer use. Ask your family and friends if they have items to sell.
- ❖ Organize your sale with neighbors. Block sales will bring more shoppers to your neighborhood increasing selling opportunities.
- ❖ Have a large quantity and good variety of items to sell. Don't be afraid to drag out overgrown clothes, old dishes, two-of-a-kind items you don't really need.
- ❖ Sell for the season. Outdoor furniture, gardening supplies, and recreational equipment are popular items during the spring season. Also consider homemade crafts, collectables, or house wares with spring themes or prints.

## PRICING

- ❖ Put price tags on all merchandise. Books, CD's, or other large quantity items can be put in a box with a set price (e.g. \$1 each) to make pricing easier. Price dishes and glasses in sets to sell them quicker.
- ❖ Be realistic! Price your items at about 25-30% of retail value. Be ready to discount them if you really want to get rid of them.
- ❖ If you are having a group sale, have each person or family use a different color price tag. Keep the tags when things are sold. That way it is easier to split the money up at the end of the day. Remember to change the price on the tag if an item is sold at a discounted price.

## DISPLAY IDEAS

- ❖ Make the displays attractive by using colorful table covers. Take advantage of the space under the tables for larger items. Group similar items together in one area.
- ❖ Make sure all items are clean and in working order.
- ❖ Wash clothing and display it neatly. Hang up on a clothesline or fence and sort by size.
- ❖ Set up a "Freebies Box" or grab bag box for items that you want to give away.

## **DAY OF THE SALE**

- ❖ Post signs in the neighborhood to attract buyers. Or, use balloons and other decorations to draw attention to your house.

**Remember:** The City of San Leandro prohibits the posting of handbills on public property including lamp posts, hydrants, telephone poles, street signs and street trees.

- ❖ Have plenty of change ready. Most people come with \$5, \$10, \$20 bills.
- ❖ Have a calculator ready to total up items.
- ❖ Have shopping bags and newspapers on hand to wrap purchases.
- ❖ Provide an electrical outlet or extension cord so buyers can test appliances and electrical tools.
- ❖ Have a tape measure on hand for furniture pieces, wall hangings and fixtures.
- ❖ Smile and greet your visitors. Be helpful but allow buyers to browse.

## **AFTER YOUR SALE**

- ❖ Take down any signs you have posted
- ❖ Donate or recycle any unsold items